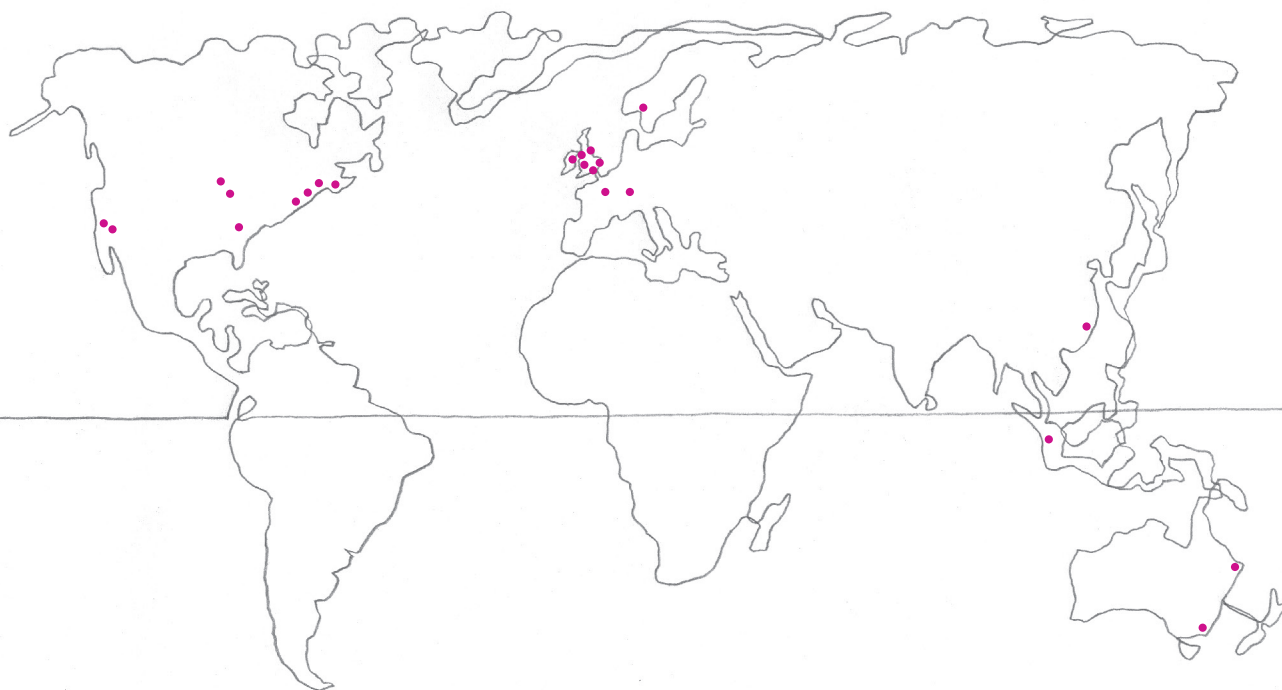


Beazley Group Fact Sheet

2013



Beazley plc (BEZ.L), is the parent company of specialist insurance businesses with operations in Europe, the US, Asia and Australia. Beazley manages five Lloyd's syndicates and, in 2012, underwrote gross premiums worldwide of \$1,895.9 million. All Lloyd's syndicates are rated A by A.M. Best.

Beazley's global business is transacted through six divisions: life, accident and health; marine; political risks and contingency; property; reinsurance; and specialty lines. This diversity of Beazley's portfolio and the expertise of the group's underwriters have supported an unbroken 27 year record of profitability.

beazley

Who we are

Beazley plc is the parent company of our global specialist insurance businesses with operations in the UK, US, France, Norway, Germany, Ireland, Singapore, Hong Kong and Australia. Beazley is a proud participant in the Lloyd's market, the largest and oldest insurance market in the world. Through the Lloyd's broker network and the market's trading licences, we are able to access a wide range of insurance and reinsurance business from around the world. Many of the lines of business we underwrite, such as marine and energy, political risks & contingency, were pioneered at Lloyd's. Beazley manages five Lloyd's syndicates: syndicates 2623 and 623 underwrite a broad range of insurance and reinsurance business worldwide; syndicate 3623 focuses on personal accident and sport insurance along with providing reinsurance to Beazley Insurance Company, Inc., (BICI), our admitted carrier; 3622 is a dedicated life syndicate; and 6107 the special purpose syndicate, writes reinsurance business. We also underwrite business directly in the US admitted market through Beazley Insurance Company, Inc., an admitted carrier licensed to write in all 50 states.

Clients

Beazley's client base is broadly diversified by type, by size and by geography. It is a leader in many of the markets in which it operates, providing insurance in 2012 for:

- More than half of the top 50 US design firms as ranked by *Engineering News-Record*
- Over a quarter of the Am Law 200 list of the top law firms in the United States
- More than half of the top 25 global software and software services companies as ranked by *Software Magazine*
- 30% of the world's top 200 oil and gas companies
- Half of the UK's jewellers' block business
- Five of the honor roll hospitals as listed by *US News and World Report 2012* and six of the paediatric honor roll hospitals
- 24% of *HealthGrades* America's best hospitals award recipients 2012
- Lead insurer on four of the top six global conference and exhibition organisers' insurance programmes

Ratings

All Beazley's managed syndicates (2623/623/3622/3623/6107) are covered by the Lloyd's market ratings:

A.M. Best Rating	A (Excellent)
Standard & Poor's rating	A+ (Strong)

In addition, Beazley's admitted US carrier has an A.M. Best rating:

Beazley Insurance Company, Inc.	A (Excellent)
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Marine

We participate in the insurance of approximately 20% of the world's ocean-going tonnage and are the prominent leader of voyage and tow business in the London market. We insure 30% of the top 200 global oil and gas companies and lead 40% of our upstream energy portfolio. We have extensive experience insuring a wide variety of cargoes including project, fine art and specie.



Life, accident & health

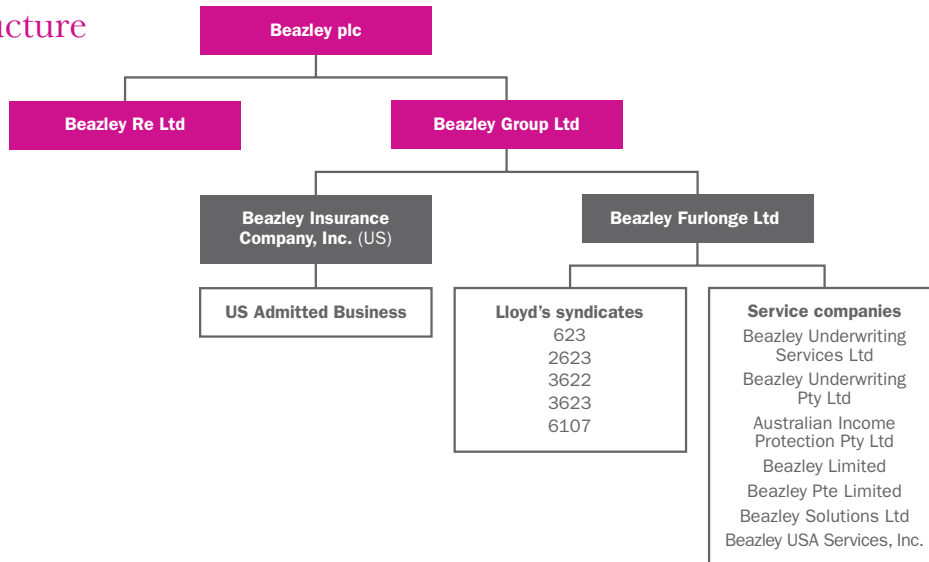
With an experienced team of leading underwriters who have been together since the early 1990s, our personal accident and specialty life business is written on both an insurance and reinsurance basis and covers a number of niche classes, including sports disability. The business was acquired by Beazley in 2008 and has grown since then organically and through further acquisition.



Political risks & contingency

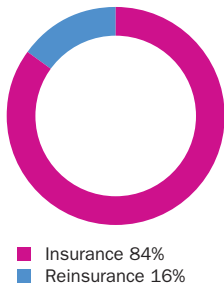
In addition to traditional lines such as contract frustration, expropriation and credit, we insure a growing number of businesses against terrorism and political violence. Our contingency team is one of the strongest in the London market. We specialise in event cancellation – writing everything from weddings to world cup events.

Group structure

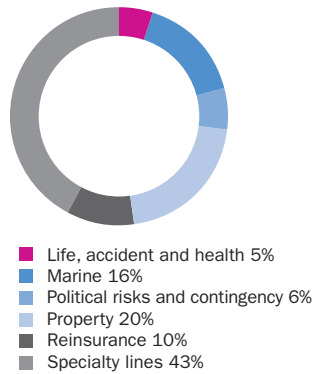


Key products and markets

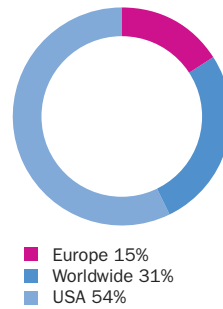
Insurance type



Business by division



Geographical distribution



Property

We've protected clients ranging from Fortune 1000 companies to homeowners through 20 years of natural and man-made catastrophes.

We underwrite this business through three geographic platforms; Lloyd's, the US, and Singapore with a business focus of commercial property, coverholders business, engineering and construction risks, and select homeowners business.



Specialty lines

Specialty lines comprises professional liability and management liability risks underwritten for clients on both a primary and excess basis in North America, Europe and around the world. Our US clients are served both by our underwriters at Lloyd's and by our local US-based underwriters, including our dedicated small business team that focuses on the needs of smaller scale clients.



Reinsurance

The reinsurance team specialises in writing worldwide property catastrophe; per risk; aggregate excess of loss and pro-rata business; and casualty clash. More than 80% of our top 20 clients have reinsured with us for 15 years or more.



Key financials

	2012 \$m	2011 \$m	Movement %
Gross premiums written	1,895.9	1,712.5	11%
Net premiums written	1,542.7	1,374.0	12%
Net earned premiums	1,478.5	1,385.0	7%
Net investment income	82.6	39.3	110%
Other income	24.7	28.1	(12%)
Revenue	1,585.8	1,452.4	
Net insurance claims	778.4	850.5	(8%)
Acquisition and administrative expenses	563.5	517.3	9%
Foreign exchange (gain)/loss	(11.0)	4.1	-
Expenses	1,330.9	1,371.9	
Share of loss of associate	(0.5)	(1.0)	(50%)
Finance costs	(3.2)	(16.8)	(81%)
Profit before tax	251.2	62.7	
Claims ratio	53%	62%	
Expense ratio	38%	37%	
Combined ratio	91%	99%	
Rate increase	3%	1%	
Investment return	2%	1%	
Return on equity	19%	6%	

Core products and services

Aviation

Kidnap & Ransom

Life, Accident & Health

Life

Sports

Personal Accident

Group Disability

Marine

Cargo

Energy

Hull

Marine Liability

UK Marine

War Risks

Marine Piracy

Political Risks & Contingency

Contingency

Terrorism

Political Risks & Trade Credit

Property

Commercial

Homeowners

Construction & Engineering

Reinsurance

Property Catastrophe

Property Risk

Casualty Clash

Specialty Lines

Professional Liability

- Architects & Engineers

- Lawyers

- Healthcare

- Technology, Media
& Business Services

Management Liability

Environmental

Programmes

Specialty Treaty

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